





Diamond Close

Hey NAME,

I just want to start by saying thank you for your trust and taking your time out of your day for this functional health consultation.

I was checking out your socials and I
noticed that [CONNECTION POINT / FRIEND
IN COMMON].

My job today is pretty simple, it's to understand where you are, to see IF and HOW I can help you ...

And if I can't, I will let you know politely and do my best to guide you in the right direction. Is that ok?

If by the end of the call, we find out there are more things you can do to achieve your goal, would it be fair to say we should discuss this further?

Awesome.

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Orientation

This call has 5 parts to it.

- 1. Orientation: Explaining the process of the call (basically this just now)
- 2. Vision Mapping: Here, we'll understand exactly what you want without limitations and whilst addressing any internal barriers
- 3. Blueprint Analysis: We'll breakdown your Blueprint, so you can finally understand find out what has been holding you back despite [X] years of trying.
- 4. Strategic Roadmapping: Together, we'll craft a clear plan on exactly what to do without any overwhelm or confusion.
- 5. The Next Step: We'll discuss the best direction for your next steps.

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Start with No

Before we start ...

Can I just ask — at the end of this process, when we unpack your problems, plan your journey and show you every single detail of how I can support you, whilst leaving absolutely no stone unturned ...

If you believe that this ISN'T the right program for you, are you in the position today to say 'no thank you'?

Epic. I respect both your time and mine, so I value that you can make a decision.

On the other side to that, if this IS something that you think would be a great for you, are you in a position to say "Yes"?

I speak to a lot of clients each day, and I find that the ones who get the best results are action takers and don't procrastinate on what they should do. I really value this in you, so I just want to thank you on your ability to be upfront and make a decision on what you need.



For this section, as much as I would love to, we unfortunately have to keep the answers short and useful, not just interesting.

It's basically a bunch of questions to help you with self-discovery so you can overcome excuses whilst tapping into a deeper sense of self-motivation.

Sometimes the value of these answers are clear in the moment, but they help epiphanies later down the track ...

So first off, can you explain your goal?

Perfect, most people come to us with this goal.

Why now?

Why not later?

Is there a specific event that made you realise the importance of this goal? When do you think this might have been?

And how important is that on a scale of 1-10?

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| Finding the Why | | | | | |
|--------------------|--------------------|----------------|----------------|-------------------|-----------------|
| Explain your goal? | Why now? | Why not later? | Specific event | Important Scale | Why isn't this? |
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| Past attempts | Mistakes & Failure | Roadblock | Problem Voice | Further Detriment | New Life |
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Why isn't this a X/10?

What have you tried in the past?

Why isn't that working now?

This is usually the case and it's why people can't achieve it by themselves, and if they do achieve it, it becomes short lived.

What's the biggest problem stopping you from achieving the change you desire?

And if this problem had a voice, what would it say to you?

Has this had any impact on your relationship, work, family or happiness?

Lastly, how would you like things to be different — what would your life look like without this challenge?

Can you tell me more about that?



So I just want to make sure I have everything down ...

Am I correct in saying that [GOAL] is important to you because [ANSWER] and that it's been a goal of yours for [TIME] and you have tried [FAILED ATTEMPTS] but that didn't work because [REASON]?

Perfect. That makes sense, and it's exactly why we do these Functional Health Consultations.

It's not a generic one size fits all.

We take our time to actually understand each client, and exactly what you need by taking a root-cause, health-first approach.

Which leads me onto the Blueprint ...



Blueprint Analysis

This blueprint is only fraction of the screening process, but it gives me an understanding into your physiology so we can pieces together your symptoms.

It appears that [PROBLEM] is the biggest area that flagged up.

It has [NUMBER] of symptoms which shouldn't be there.

Now this is most likely impacting you with [PAIN, PAIN AND PAIN].

And if this doesn't get fixed, it can contribute to [EVEN BIGGER PROBLEM].

Now to address this, we actually have to focus on [DIFFERENT PROBLEM] instead.

That's because [EXPLAIN].

Usually, we fall into the trap of thinking the symptom is the perpetuator but usually it's the victim.

Once you address these [PROBLEM ONE] and [PROBLEM TWO], we can actually focus on [PROBLEM THREE].



Strategic Roadmapping

I said at the start that my job today was to ask you a bunch of questions to see if or how I can help you. I promised if I couldn't, I'd let you know politely and try to point you in the right direction.

We also agreed that if we discovered that there are more things you can do to achieve [GOAL], we should probably discuss this further ...

Given your goal is [X]/10, shall I explain how we can piece all this together for you?

Phase 1: Most clients have done [THING, THING AND THING] and it didn't work for them because [REASON]

This is a huge problem because this burns trust in other professionals, clients start doubting if they will ever achieve their goal, and they start to settle for a sub-quality life.

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Strategic Roadmapping

This is exactly why I would start you off by [PHASE 1].

This will help you because [EXPLAIN].

Phase 2: Earlier in the call, you mentioned [PAIN OR PROBLEM].

During this phase, you might notice [POSITIVE OUTCOME].

Phase 3: Once we reach phase 3, it
wouldn't surprise me if you found
yourself feeling [BIGGER POSITIVE
OUTCOME].

Usually by this point, you don't just notice the difference but everyone else around you starts to see it too.

Do you have any questions regarding any of these phases?

Can you see yourself benefitting from this?

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The Next Steps

Epic, before I start speaking about your next steps ...

I just want to do a little pulse check on you ...

Have you seen some of our testimonials and recognise similar results to what you want to achieve?

Do you appreciate the systems, coaching and support I have in place for your success?

Lastly, do you trust me?

Perfect.

What's really important to us is alignment, if we work together, I roll up my sleeves and get in the trenches with you.

This means that I am all in — so it's really important to me that you feel good about the process.

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The Next Steps

To make this even more of a no-brainer, we actually have 1 promise and 1 guarantee.

I am partnered with the fastest growing functional medicine educators to ensure all of my clients get the very best results from some of the very best minds in the industry.

Therefore, I promise to commit to your results to the same, if not more, than you. That means during any tough times where you feel down, low or like throwing in the towel ... I will not give up on you.

The second, is that within the first 7 days, if you realise that I am possible overqualified for what you need or that your not ready to achieve your goal, we'll refund the remainder of your package.

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The Next Steps

Is this something you can see yourself committing to?

You have two options ...

You either have the 12-weeks upfront payment of \$XXXX. This saves \$XXX.

Or we have the monthly instalment option with a \$500 onboarding fee.

Which option do you prefer?

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